

Message Text

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ACTION PM-05

INFO OCT-01 EA-10 ISO-00 MCE-00 NSC-05 SP-02 SS-15
L-03 DODE-00 CIAE-00 INR-10 NSAE-00 EB-08 TRSE-00
OMB-01 ACDA-12 /072 W
-----010484 090816Z /10
R 080519Z SEP 78
FM AMEMBASSY CANBERRA
TO SECSTATE WASHDC 4246

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E.O. 11652: N/A
TAGS: MASS, AS EX
SUBJECT: GOA SALE OF EX-RAAF C-130-A'S

REF: A) STATE 167943; B) CANBERRA 5327

1. REALIZING THAT DEPARTMENT HAS HAD SEVERAL RECENT
INQUIRIES FROM BILL RANSOM, PRESIDENT OF "GLOBAL JET
SALES" IN RECENT WEEKS, THOUGHT IT MIGHT BE HELPFUL TO
DEPARTMENT TO KNOW HOW THINGS APPEAR TO STAND HERE.

2. NEITHER EMBASSY NOR FMS CHIEF HAVE BEEN IN DIRECT
CONTACT WITH DEPARTMENT OF ADMINISTRATION SERVICES,
UNDERSTANDING, AS WE HAVE, THAT CONTACT BETWEEN USG AND
GOA HAS BEEN CONDUCTED IN WASHINGTON THROUGH AUSTRALIAN
EMBASSY. WE HAVE EXPLAINED TO MR. RANSOM THAT OUR
UNDERSTANDING OF NORMAL PROCEDURES IS THAT FOREIGN GOVERN-
MENT (IN THIS CASE AUSTRALIA) REQUESTS APPROVAL FROM THE
DEPARTMENT OF STATE TO CONSUMMATE A SALE. WE BELIEVE
MR. RANSOM UNDERSTANDS FROM HIS DISCUSSIONS WITH THE STATE
DEPARTMENT THAT THIS EMBASSY HAS NO OFFICIAL ROLE IN THE
"APPROVAL FOR SALE" PROCESS, ALTHOUGH WE HAVE OF COURSE
TRIED TO BE AS HELPFUL AS WE COULD. MR. RANSOM HAS
EXCELLENT AUSTRALIAN COUNSEL (MR. FRANK HAMILTON OF
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ERIC WHITE ASSOCIATES, A PROMINENT PUBLIC RELATIONS/
LOBBY/CORPORATE COUNSELING FIRM) AND UNDER-
STANDS THAT WE CANNOT APPROACH THE GOA ON HIS BEHALF
IN THE ABSENCE OF CLEAR INSTRUCTIONS FROM WASHINGTON.
MR. RANSOM, AND HIS REPRESENTATIVE, MRS. BLOODWORTH, HAVE
MADE ALL THE NECESSARY CONTACTS AMONG VARIOUS DEPARTMENTS
OF THE GOA, HENCE THERE HAS BEEN LITTLE NEED FOR EMBASSY

INVOLVEMENT.

3. CONSIDERING THE FACT THAT THE GOA PURCHASE OF VIP BOEING 727'S IS A DELICATE AND CONTENTIOUS INTERNAL DOMESTIC ISSUE, AND SALE BY TENDER OR TRADE OF GOA-OWNED EQUIPMENT SUCH AS THE C-130'S IS ALSO FRAUGHT WITH DOMESTIC POLITICAL IMPLICATIONS, WE HAVE BEEN RELUCTANT TO INVOLVE OURSELVES DIRECTLY ON MR. RANSOM'S BEHALF IN THE ABSENCE OF EXPLICIT INSTRUCTIONS FROM THE DEPARTMENT TO DO SO. IN ADDITION, WE HAVE BEEN WARY OF DIRECT INVOLVEMENT SINCE WE UNDERSTAND THERE IS AT LEAST ONE OTHER AMERICAN COMPETITOR INTERESTED IN THE C-130'S, AND AN APPROACH TO THE GOA ON BEHALF OF ONE OF THE AMERICAN FIRMS COULD SUBJECT US TO CONFLICT OF INTEREST CHARGES FROM THE OTHER.

4. MR. RANSOM AND HIS ASSOCIATES CAME IN THIS AFTERNOON TO BRIEF US ON HIS MOST RECENT DISCUSSIONS IN WASHINGTON HE HAS ASSIDUOUSLY KEPT THIS EMBASSY INFORMED OF THE STATE OF PLAY, FOR WHICH WE HAVE EXPRESSED OUR APPRECIATION. HE ALSO WENT OUT OF HIS WAY TO EXPRESS APPRECIATION FOR DEPARTMENT'S HELP AND UNDERSTANDING GIVEN TO HIM. HE HAS NOT ASKED FOR EMBASSY INTERVENTION ON HIS BEHALF AND UNDERSTANDS THE CONSTRAINTS ON US.

5. RANSOM TELLS US HE UNDERSTANDS THAT "THERE IS A PACKAGE ON THE MINISTER'S FOR ADMINISTRATIVE SERVICES), LIMITED OFFICIAL USE

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DESK SEEKING APPROVAL TO GO AHEAD WITH THE C-130'S FOR BOEING 727'S DEAL, BUT THIS IS BEING HELD UP UNTIL WASHINGTON GIVES ITS APPROVAL FOR ME TO BUY THE C-130'S." WHEN USG APPROVAL IS CONVEYED, RANSOM HOPES ANY FURTHER GOA APPROVALS (I.E., FROM TREASURY, FOREIGN AFFAIRS, DEFENSE (RAAF) OR PRIME MINISTER'S OFFICE) WILL COME SUFFICIENTLY FAST THAT HE CAN SIGN A CONTRACT WHILE HE IS HERE. RANSOM IS UNDER THE IMPRESSION THAT THE STATE DEPARTMENT'S APPROVAL WILL BE CONVEYED TO THE AUSTRALIAN EMBASSY IN WASHINGTON, INFO COPY TO EMBASSY CANBERRA, AND HE EXPECTS THAT WHEN SUCH WORD ARRIVES FROM WASHINGTON, HE WILL BE PROVIDED WITH A COPY OF IT. AS OF THIS WRITING, RANSOM EXPECTS "USG APPROVAL TO CONSUMMATE THE SALE" TO REACH CANBERRA OVER THE WEEKEND.

ALSTON

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Message Attributes

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Draft Date: 08 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
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Disposition History: n/a
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